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Taiwan

Dairy and Products

Annual

2003

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Report Highlights:

Dairy production, consumed nearly entirely domestically, continues to decrease, while consumption continues along a long-term, moderate growth curve. Imports currently account for 35 percent of consumption. The United States remains a minor player in all dairy segments - with the important exception of whey and high value isolates. Elimination of Tariff Rate Quota (TRQ) restrictions on fluid milk imports in 2005 will most likely give a larger share of the fluid milk market to international suppliers. With increasingly competitive prices (due to a weaker dollar and improving supply factors) and more coordinated marketing and education, United States suppliers should see increasing opportunities over the mid-to-long term to expand their share of Taiwan's approximately 535 thousand metric ton annual demand for milk and dairy products.

Includes PSD Changes: Yes
Includes Trade Matrix: Yes
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Executive Summary

The Taiwan dairy industry was established more than four decades ago, during an era when Taiwan emphasized food self-sufficiency and diet diversification. To support production, authorities subsidized it and erected high barriers to imports. Taiwan commitments to liberalize the market and eventually open all dairy categories to international competition will frame market trends for the coming several years.

Dairy production peaked at 350 thousand metric tons per year during 2001 and 2002 and is now expected to shrink by an average 2 ~ 4 percent per year over the next 5 years. Declines are directly attributable to the loosening of bans and barriers on *fluid milk* product imports following Taiwan's accession to the World Trade Organization (WTO). Actual production declines promise to be influenced by two factors, namely the general public's acceptance of long-life (UHT or ultra high temperature pasteurization) milk and the impact on landed price of special safeguard (SSG) duties.

While consumption of fluid milk stumbled slightly in 2002, most other categories of dairy products saw slight or significant increases. Overall, the future continues to look positive for continued slow and steady growth in per capita dairy consumption. Dairy product consumption will continue to expand, with consumers becoming more selective, particularly with regard to liquid milk products and growth opportunities in specialty dairy items (such as whey and whey protein concentration (WPC)) that add value/differentiation to processed food products already in the market.

The U.S. remains a minor player in Taiwan's overall dairy market, with most commodity products arriving from Australia and New Zealand, while higher-end and branded products are sourced globally. The US, however, is the major supplier of whey due to competitive pricing and successful promotion efforts into hotel/restaurant/institutional (HRI) and processed food channels by U.S. exporters and the U.S. Dairy Export Council.

Production

Taiwan fresh milk processors are expected to cut back by about 4 percent their purchases of fresh milk from Taiwan dairy farms, leaving expected production for the current year at about 335 thousand mt. The high comparative costs of production (roughly twice that of the US) make it likely that local production will drop to 300 thousand metric tons by 2005, with deeper, but likely not so drastic production cuts possible over the longer term. Taiwan's ability to impose Special Safeguard (SSG) assessments on fluid milk imports will play a significant role in determining domestic milk production levels after 2004 (see Trade section). Taiwan's Council of Agriculture promotes locally produced milk through advertisements and quality marking.

Increased productivity continues to be realized largely through industry consolidation and better production management practices. Dairy producers receive few government subsidies and are under growing pressure from milk processors to improve business practices and lower costs in the run up to an open market in 2005.

Due to the semi-tropical climate in Taiwan's dairy regions, output tends to be highest during the cooler winter months (October through March). A 20 percent variation in production between winter and summer months is normal. Unfortunately for local fresh milk producers, consumption patterns for fresh milk run in reverse, with the annual consumption cycle peaking during the hot summer months (see "Marketing & Prices" section below).

Taiwan has 751 registered dairy farms, concentrated principally in the southeast of the island.

The half-dozen or so main processors of consumer-ready fresh milk and liquid milk products (household names such as Uni-President, Kuang Chuan, and Wei Chuan) outsource nearly all of their raw milk production to independent contract farms. Dairy farms directly owned and operated by processors are justified principally by public relations and marketing objectives.

A combination of economics, policies and consumer preference channels nearly all dairy output (nearly 90%) into consumer-ready fresh milk (including flavored milks and yogurt drinks). Of the remainder, local ice cream producers consume approximately 10% of raw milk supplies and producers of milk powder use less than 1%. Dairy products manufactured with local production are consumed domestically. Taiwan produces no other dairy products (cheese, whey, etc.) in commercial quantities.

Consumption

Dairy is now firmly entrenched in the local diet. While the weak economy dented dairy consumption by just under 2 percent in 2002, total fluid milk consumption is expected to regain its normal level of 380 thousand mt in 2003 and 2004. While some (<10%) milk powder is used in the local production of "fresh" milk (principally flavored / yogurt drinks, but also in certain "enhanced" fluid milks) the market is expected to continue shifting away from reconstituted milk powder in favor of fresh fluid milk.

Associated with a healthy and comfortable life-style, dairy products have gained significant market acceptance over the past decade. While the late 1980s saw fresh milk complete its transition from niche food product to standard grocery item, the 1990s saw an unprecedented proliferation in the availability of value-added dairy items including cheeses, yogurt products, dairy spreads, whipped cream, and dairy desserts. The first decade of the 21st century should see increasing acceptance of dairy products in local foods as flavoring atop steamed vegetables, baked with seafood, added to soups, served up in sandwiches, and dolloped over iced coffee.

In 2003, liquid white milk retail sales should regain 2001 levels and continue a mild course upwards, while sales of flavored milk drinks and drinking yogurt will continue to show declines or no growth. The increasing preference for fresh milk and overall negative growth in demand for HRI ingredients cut demand for powdered milk. These trends are expected to continue into 2004. Rising whey demand continues to make this the most promising sector for near term growth. The supply shortages and higher prices, which hampered sales in 2002, are believed largely resolved and demand growth is expected to top 25 percent in both 2003 and 2004. Strong interest in whey and isolates are largely a result of successful promotion efforts for them as ingredient substitutes and additives.

Cheese continues to make headway as a "new" product into the broad traditional prepared food market, growing 18 percent during 2002 and looking to add an average 10 percent per year in 2003 and 2004. Cheese promises to continue increasing market volume through growing direct consumption and through innovative applications. It has gradually worked its way from an early position as a "foreign" flavor into a welcome flavor additive for a broad range of processed and fresh-served products. While processed cheeses are still most prevalent, mild-flavored fresh cheeses such as mozzarella, Gouda, and even Parmesan are now increasingly used as flavoring for many traditional and fusion dishes. Whey, also a newcomer to Taiwan's food processing industry, seems to be earning acceptance as a cost competitive replacement for other ingredients in processed food applications. The relatively

low per capita consumption of cheese and whey has helped insulate these products from negative economic pressures while encouraging continued expanded use in new products.

Baked cheese dishes, both Western (e.g., lasagna) and Asian/Western fusion (e.g., creamy seafood concoctions), represent an important foodservice trend that has steamed forward this year and is expected to make further headway in 2004. This trend on its own is expected to account for approximately one half of the increase in Taiwan's consumption of cheese (mozzarella, mild cheddar, gouda, processed) this year.

Market Profile

Despite increasing product diversity, dairy consumption in Taiwan still lags behind other high income Asian economies -- where dairy products already enjoy broad acceptance in local diets. Using benchmark research conducted in 1998, it is estimated that Taiwanese (in 2002) spent US\$240 (NT\$8,200) per capita on dairy items – representing some 11 kg per person. Japan, a market to which Taiwan frequently looks for consumer and food trends, still consumes more than 3 times this amount per capita of dairy products. This highlights both the relatively shallow level of dairy product penetration in Taiwan and the substantial potential for growth.

Customer Segmentation

The dairy products market is segmented into two major consumer groups. The first group buys and consumes dairy products such as milk, cheese, and yogurt based for nutritional and health reasons. The second buys dairy products based on quality perceptions, status considerations, and/or curiosity. These two groups have different expectations regarding dairy products and may best be approached differently in terms of marketing and sales work.

• The Nutrition-Focused Consumer

Taiwan consumers appreciate the nutritional benefits of consuming dairy products. The relatively limited product expectations, beyond nutrition, of nutrition-focused consumers make this group highly influenced by price and convenience when making purchase decisions. Children are the largest nutrition-focused consumer segment for dairy items such as processed cheese, yogurt drinks, fresh milk, powdered milk, and puddings. The elderly are prime consumers of nutritionally enhanced milk powders.

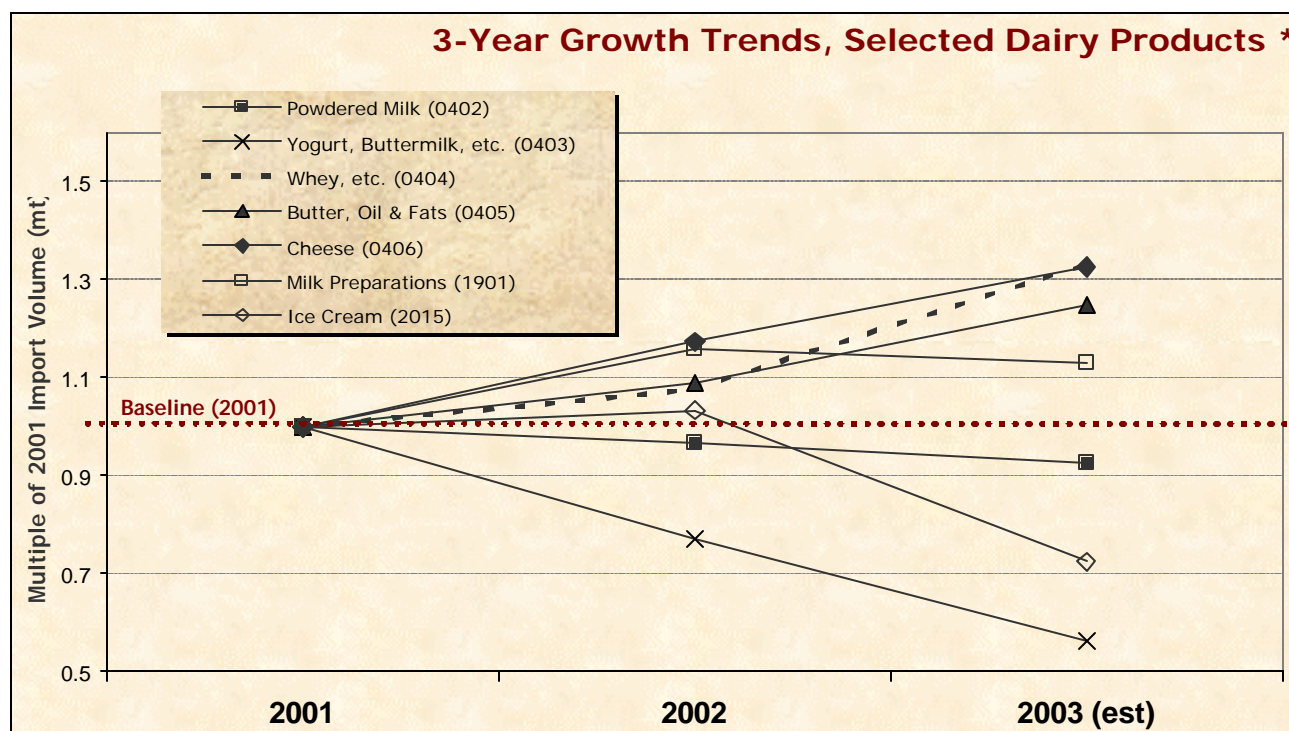
• The Quality Buyer

With a large (often Western-educated) middle class, high average income level, and a desire to become more cosmopolitan, urban Taiwan has increasingly embraced Western cuisine and food trends. Dairy products are an important component of this trend. Middle and upper class consumers tend to make food (including dairy product) purchase decisions based upon factors beyond cost and convenience. These include product and packaging appearance, quality and taste perceptions, recommendations from others, features or recipe write-ups in the news media, and so on. Also, a significant percentage of chefs now in the better Western restaurants and hotels are trained abroad – often in Europe. They specify high-quality ingredients and brand names with which they are familiar when preparing food. Some of the better bakery chains as well also employ master bakers trained abroad.

Trade

Highly competitive prices and long-running coordinated promotion by dairy suppliers from major exporting nations such as New Zealand and Australia in commodity categories and comparatively good prices and terms offered by many suppliers of higher end dairy products from Europe have generally made the going tough for U.S. suppliers who are often able to get better prices (particularly for commodity dairy products) in their home market. U.S. suppliers are not expected to gain significant ground in the general dairy market given current supply conditions. However, given recent reported instability in supply from Europe, rising overall prices, and changing conditions in the U.S. with respect to dairy prices, U.S. suppliers should experience growing opportunities in particular product areas, such as cheese and whey.

The current structure of trade for major commodity categories, such as fluid and powdered milk, are expected to be little affected by the recent fall in dollar-denominated prices due to the weaker U.S. dollar. Importers are, however, giving greater attention to U.S. cheese suppliers (and, likely, other important niche categories, such as ice cream, whey, and dairy ingredients) due to increasingly attractive U.S. supplier prices.



* Due to chart space restrictions, three categories which experienced exceptionally high growth during the past 3 years, sweetened condensed / evaporated milk (43.7x) and ice cream powder (25.6x) and fluid milk (6.7x), have not been included.

Tariff Rate Quota (TRQ) Administration: Under Taiwan's World Trade Organization (WTO) accession agreement, the 2003 TRQ for the liquid milk is 15,974 mt. This will increase to 21,298 mt in 2004, with liberalization set for 2005. Taiwan administers TRQs under "System 2" rules, under which import rights are auctioned once a year. All importers and exporters registered with Taiwan's Board of Foreign Trade (BOFT) are eligible to bid on quota rights. There are no performance bonds and quota rights go to the highest bidder. For liquid milk, the minimum lot size is 250 mt. The liquid milk quota is expected nearly fill this year, with similarly optimistic sentiments for next year as well.

Special Safeguard (SSG) Protection: WTO rules also allow Taiwan to impose an additional SSG assessment, above and beyond any tariff bindings on imports of most fluid dairy products. This can occur either when either the CIF price of an item falls below a benchmark floor price (based on a 1990-1992 historical domestic "farm gate" price) or when total import volumes exceed a certain trigger level (based on recent import volumes). Taiwan has already notified the WTO of its intention to impose SSG's although it has not said when it may act. The SSG would add 33 percent to tariff bindings (e.g., a 10 percent duty would rise to 13 percent). Imports under TRQ are not subject to special safeguards.

Products Potentially Affected by SSGs (by HS Code)

HS Code	Description
04011000 / 2000 / 3000	Fresh and Longlife Milk (excluding that of goats & sheep)
04029910	Fresh milk containing sugar or other sweeteners
04029920	Evaporated or sterilized milk, containing sugar or other sweeteners
04029990	Other milk, containing sugar or other sweeteners
04039090	Other buttermilk (not fresh, not condensed, not dry) *
04039090	Various minor categories of modified, flavored, or fermented milk and cream *
040390901	Curdled milk

* note: Yogurt; fresh, dried, & condensed buttermilk; sour cream; fermented sour milk; and yeast / fermented milk powders are *not* eligible for SSG protection.

The U.S. is a major producer and exporter of whey and whey protein concentrate and other extracts and so enjoys a competitive advantage in these niches. The success of initial promotion efforts targeting food processors indicates strong potential for whey as an ingredient in Taiwan's large food processing industry. Strong demand growth is projected through the foreseeable future.

At present, Taiwan permits most value-added milk products onto the island subject to payment of tariffs and compliance with sanitary requirements. Infant milk formulas, however must be approved by the Department of Health.

Projecting forward, Taiwan's fluid milk import volumes are unlikely to rise significantly until 2005, when TRQ controls on fluid milk imports are lifted completely.

Dairy and the WTO

Taiwan acceded to the World Trade Organization (WTO) on January 1, 2002. In addition to reduction in tariffs for most dairy products, Taiwan now operates a process to allocate import quotas for products entering under TRQs. All TRQ restrictions will be eliminated as of 1 January 2005.

In general, the bulk of gains from tariff reductions and greater market access for imports should be passed directly to consumers through lower prices and increased product selection.

Import Tariffs for Dairy Products

Tariff Schedule	Description	Tariff
various (under 0401)	Fresh & longlife cow milk & cream, unsweetened w/ fat <6%	15 / TRQ
various (under 0401)	Fresh & longlife cow milk & cream, unsweetened w/ fat >6%	15 / TRQ
various (under 0401)	Fresh & longlife goat / sheep milk & cream, unsweetened	20
various (under 0402)	Cow/goat/sheep milk in powder, granule, or block form for human consumption	12
04029110	Condensed milk, unsweetened	20
04029120	Evaporated or sterilized milk, unsweetened	20
04029190	"other" milk or cream, unsweetened	20
04029910	fresh or condensed milk, sweetened	50 / TRQ
04029920	evaporated or sterilized milk, sweetened	15 / TRQ
04029990	milk or cream, neither concentrated nor condensed, sweetened	24
04039010	buttermilk, dry powder	12
04031000	Yoghurt	15
04039090	buttermilk, sour milk, fermented milk	20
04039090924	buttermilk, n.e.s. (liquid, concentrated, evaporated)	15 / TRQ
04039090942	curdled milk or cream, kephir, other fermented or acidified milk or cream n.e.s.	15 / TRQ
04041090	whey & modified whey, whether concentrated or not	5
04049000	other products containing milk or milk constituents	27.5
04050010	Butter	5
04059010	de-watered milkfat	8
04061000	fresh cheese, including whey cheese and curd	5
04062 / 3 / 4000	grated / powdered cheese, processed cheese, blue-veined cheese	5
18069010	ice cream powder	5
19011000	infant milk powder, retail packaged	5
19019023	evaporated or sterilized milk, prepared	25
19019027	flavored milk	15 / TRQ
21050010	ice cream	10
35029000	Whey Protein Concentrate	5

- Tariff Rate Quota (TRQ) indicates that product is permitted under a "normal" tariff up to a certain annual quota volume, at which point a "prohibitive" tariff will be administered on any additional imported quantities. All TRQ restrictions will end beginning 1 January 2005.
- All tariffs noted are "final" WTO tariffs.

Competition

At present, U.S. products and brands are relatively well represented only in the ice cream and infant formula segments. Key European, Australasian, and Japanese brands that have sold into the market for many years have much higher brand recognition. To gain market share, U.S. suppliers will need to increase consumer awareness.

Key Dairy Product Segments and Principal Supplier Countries

Product	8/2002 ~ 7/2003 imports (US\$)	Country 1 (import share)	Country 2 (import share)	Country 3 (import share)
milk & cream (0401)	8,056,102	France (38%)	N.Zealand (29%)	Australia (20%)
milk & cream (powder)	104,729,593	N.Zealand (47%)	Australia (26%)	Denmark (15%)
yogurt	410,818	Germany (33%)	France (24%)	N.Zealand (14%)
whey (04041090)	9,994,371	US (57%)	Australia (16%)	Germany (8%)
butter	16,816,434	N.Zealand (59%)	Australia (23%)	France (6%)
cheese & curd (0406)	28,651,221	N.Zealand (38%)	Australia (36%)	US (9%)
processed cheese (040630) - subcategory of cheese & curd	10,537,810	N.Zealand (48%)	Australia (26%)	Japan (8%)
infant formula milk powder	51,529,900	Neth. (31%)	Ireland (16%)	France (11%)
ice cream	5,536,735	France (41%)	H.Kong (14%)	US (13%)

The potential of China to supply competitive milk and dairy products into the market is small through the foreseeable future. WTO terms anticipate that member states permit all WTO members equal access, subject to phytosanitary, safety, and other requirements. The political freeze across the Taiwan Strait poses formidable problems for traders seeking to resolve technical issues, which will seriously impede trade. While unlikely to pose a threat to higher value-added product segments, continuing investment flows into China from Taiwan may eventually help develop the former as an effective exporter to Taiwan.

In May 2003, Taiwan announced the lifting of import restrictions for one value-added dairy product from China, sweetened condensed milk (HS Code 0402-9940-008). The overall impact will be small (Taiwan is expected to import about 380mt of sweetened condensed milk total in 2003), but the opening of this category to importation is expected to provide Taiwanese suppliers an initial opportunity to evaluate Mainland Chinese value-added dairy products, with the potential for the opening of further value-added categories in the coming several years.

MARKETING & PRICES

Marketing

Dairy has a limited history in Taiwan's diet. Therefore, market demand for and perceptions regarding dairy products are grounded in marketing messages and other information received from dairy producing countries and suppliers.

Two elements that have proven successful for exporters of dairy products to Taiwan include:

- **Actively Support Importer / Distributor Initiatives**

For Taiwan distributors of dairy products, effective public relations and active consumer promotion are considered critical to marketing and sales success. Therefore, U.S. suppliers are encouraged to develop a responsive and supportive relationship with importers and distributors to ensure product messages and information are delivered effectively to target consumers.

U.S. suppliers have expanded sales of ice cream, infant formula, and processed cheese largely by supporting the development of product image and customer loyalty. A major U.S. ice cream brand is promoted as a premium product and maintains a strong public relations

program by targeting the media and retailers. One U.S. infant formula retailer promotes a comprehensive "mother care" program for expecting and new mothers and retains a consulting staff of doctors and nutritionists for public relations and promotional work. U.S. suppliers of processed cheeses have successfully plugged into Taiwan's fast food industry by leveraging existing supplier relationships with parent franchises in the United States (such as Pizza Hut, Dominos, Burger King, and McDonald's).

• **Tailor Product Offering to Customer Tastes and Preferences**

In Taiwan, processed cheese is widely accepted as a "nutritional supplement" and is often consumed on for perceived health benefits. To service this important market segment, suppliers such as Cheesedale (Australia) and Anchor (New Zealand) have introduced processed cheese slices enhanced with garlic, pineapple, smoked, and other flavors. Several Japanese brands go farther – marketing delicately packaged and highly priced processed cheese products in such flavors as seaweed, fish, and green mustard (wasabi). While sales of such Japanese products are relatively small, their attractive packaging and unique flavors support retail prices (by weight) of 2~5 times that of "ordinary" processed cheese.

Smaller size packaging for products requiring refrigeration is still preferred because of the limited capacity of home refrigerators.

Taiwan's relatively advanced food processing and baking industries should be targeted for dairy ingredient sales, particularly in high value categories such as whey, whey protein concentrate, and other milk derivatives and nutraceuticals.

Prices

Milk's position as a "warm weather" beverage in the minds of many consumers results in sharply high consumption during the summer months. Discounting and promotions are heavily used both to maximize sales volume during peak consumption months and spur slow winter sales. During the winter, which runs from approximately November through April, discounting can cut up to 50% off retail prices.

Grocery stores and hypermarkets frequently make special offers on dairy products. Products are often bundled together and offered at a single, often discounted, price. Such bundling may include two or more of the same item (of equal or different sizes), two or more different products (milk packaged together with soy milk), or a promotional item (e.g., stickers with processed cheese or plastic tumbler with powdered milk).

Convenience stores rarely offer bundled products and only infrequently discount retail prices for their dairy products.

Statistics

Fluid Milk

Commodity	Dairy, Milk, Fluid						UOM
	(1000 HEAD)			(1000 MT)			
	2002	Revised	2003	Estimate	2004	Forecast	
	USDA Official	Estimate [DA Official]	Estimate [DA Official]	Estimate [DA Official]	Estimate [New]	Estimate [New]	
Market Year Begin	01/2002	01/2002	01/2003	01/2003	01/2004	MM/YYYY	
Cows In Milk	65	62	0	58	0	57 (1000 HEAD)	
Cows Milk Production	353	350	0	335	0	333 (1000 MT)	
Other Milk Production	33	27	0	28	0	28 (1000 MT)	
TOTAL Production	386	377	0	363	0	361 (1000 MT)	
Intra EC Imports	0	0	0	0	0	0 (1000 MT)	
Other Imports	2	6.5	0	16.3	0	23 (1000 MT)	
TOTAL Imports	2	6.5	0	16.3	0	23 (1000 MT)	
TOTAL SUPPLY	388	383.5	0	379.3	0	384 (1000 MT)	
Intra EC Exports	0	0	0	0	0	0 (1000 MT)	
Other Exports	0	16.8	0	0	0	0 (1000 MT)	
TOTAL Exports	0	16.8	0	0	0	0 (1000 MT)	
Fluid Use Dom. Consum.	350	330.7	0	340.3	0	345 (1000 MT)	
Factory Use Consum.	38	36	0	39	0	39 (1000 MT)	
Feed Use Dom. Consum.	0	0	0	0	0	0 (1000 MT)	
TOTAL Dom. Consumption	388	366.7	0	379.3	0	384 (1000 MT)	
TOTAL DISTRIBUTION	388	383.5	0	379.3	0	384 (1000 MT)	
Calendar Yr. Imp. from U.S.	0.5	0.5	0	1	0	3 (1000 MT)	
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0 (1000 MT)	

Imports

Country	Taiwan	
Commodity	Dairy, Milk Fluid	
Time Period	2001-2002	metric tons
Imports for:	2001	2002
U.S.	6	0.5
Others		
France	1540	2137
Australia	18	1732
New Zealand	597	1394
Belgium	19	875
Denmark	10	234
Total for Others	2184	6372
Others not Listed	243	129.5
Grand Total	2427	6502

Exports

Commodity	Dairy, Milk Fluid	
Time Period	2001-2002	metric tons
Exports for:	2001	2002
U.S.	0	0
Others		
Australia	0	16.8
Total for Others	0	0
Others not Listed	0	0
Grand Total	0	16.8

Whole Milk Powder

Commodity	Dry Whole Milk Powder (1000 MT)						UOM
	2002	Revised	2003	Estimate	2004	Forecast	
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin	01/2002		01/2003		01/2004		MM/YYYY
Beginning Stocks	0	0	0	0	0	0	(1000 MT)
Production	6	5.7	6	6	0	6	(1000 MT)
Intra EC Imports	0	0	0	0	0	0	(1000 MT)
Other Imports	25	29.7	24	31	0	30	(1000 MT)
TOTAL Imports	25	29.7	24	31	0	30	(1000 MT)
TOTAL SUPPLY	31	35.4	30	37	0	36	(1000 MT)
Intra EC Exports	0	0	0	0	0	0	(1000 MT)
Other Exports	0	0	0	0	0	0	(1000 MT)
TOTAL Exports	0	0	0	0	0	0	(1000 MT)
Human Dom. Consumption	31	35.4	30	37	0	36	(1000 MT)
Other Use, Losses	0	0	0	0	0	0	(1000 MT)
Total Dom. Consumption	31	35.4	30	37	0	36	(1000 MT)
TOTAL Use	31	35.4	30	37	0	36	(1000 MT)
Ending Stocks	0	0	0	0	0	0	(1000 MT)
TOTAL DISTRIBUTION	31	35.4	30	37	0	36	(1000 MT)
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0	(1000 MT)
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0	(1000 MT)

Imports

Commodity	Dry Whole Milk Powder	
Time Period	2001-2002	mt
Imports for:	2001	2002
U.S.	0	0
Others		
N.Zealand	18278	17998
Australia	7362	8967
U.K.	550	869
Belgium	838	600
Ireland	704	523
Netherlands	214	244
Total for Others	27946	29201
Others not Listed	203	462
Grand Total	28149	29663

Exports

Commodity	Dry Whole Milk Powder	
Time Period	2001-2002	mt
Exports for:	2001	2002
U.S.	0	0
Others		
Cambodia	0	2
Total for Others	0	2
Others not Listed		0
Grand Total	0	2

Nonfat Milk Powder

Country		Taiwan					
Commodity		Dairy, Milk, Nonfat Dry					
		(1000 MT)					
		2002	Revised	2003	Estimate	2004	Forecast
		UOM					
Market Year Begin		USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]
		01/2002		01/2003		01/2004	MM/YYYY
Beginning Stocks		0	0	0	0	0	0 (1000 MT)
Production		0	0	0	0	0	0 (1000 MT)
Intra EC Imports		0	0	0	0	0	0 (1000 MT)
Other Imports		30	31	31	28	0	27 (1000 MT)
TOTAL Imports		30	31	31	28	0	27 (1000 MT)
TOTAL SUPPLY		30	31	31	28	0	27 (1000 MT)
Intra EC Exports		0	0	0	0	0	0 (1000 MT)
Other Exports		0	0	0	0	0	0 (1000 MT)
TOTAL Exports		0	0	0	0	0	0 (1000 MT)
Human Dom. Consumption		30	31	31	28	0	27 (1000 MT)
Other Use, Losses		0	0	0	0	0	0 (1000 MT)
Total Dom. Consumption		30	31	31	28	0	27 (1000 MT)
TOTAL Use		30	31	31	28	0	27 (1000 MT)
Ending Stocks		0	0	0	0	0	0 (1000 MT)
TOTAL DISTRIBUTION		30	31	31	28	0	27 (1000 MT)
Calendar Yr. Imp. from U.S.		0	0.2	0	0	0	0 (1000 MT)
Calendar Yr. Exp. to U.S.		0	0	0	0	0	0 (1000 MT)

Imports

Commodity		Dairy, Milk, Nonfat Dry	
Time Period		2001-2002	mt
Imports for:		2001	2002
U.S.		167	0.4
Others			
New Zealand		19294	11714
Australia		8945	10165
Denmark		4508	7020
France		116	390
Ukraine		0	320
Total for Others		32863	29609
Others not Listed		944	902.6
Grand Total		33807	30511.6

Exports

Commodity		Dairy, Milk, Nonfat Dry	
Time Period		2001-2001	mt
Exports for:		2001	2002
U.S.		0	0
Others			
		0	0
Total for Others		0	0
Others not Listed			
Grand Total		0	0

Dried Whey

Commodity	Dried Whey						UOM
	2002	Revised	2003	Estimate	2004	Forecast	
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin	01/2002		01/2003		01/2004		MM/YYYY
Beginning Stocks	0	0	0	0	0	0	0 (1000 MT)
Production	0	0	0	0	0	0	0 (1000 MT)
Intra EC Imports	0	0	0	0	0	0	0 (1000 MT)
Other Imports	0	18.3	0	22.7	0	24	0 (1000 MT)
TOTAL Imports	0	18.3	0	22.7	0	24	0 (1000 MT)
TOTAL SUPPLY	0	18.3	0	22.7	0	24	0 (1000 MT)
Intra EC Exports	0	0	0	0	0	0	0 (1000 MT)
Other Exports	0	0	0	0	0	0	0 (1000 MT)
TOTAL Exports	0	0	0	0	0	0	0 (1000 MT)
Human Dom. Consumption	0	18.3	0	22.7	0	24	0 (1000 MT)
Other Use, Losses	0	0	0	0	0	0	0 (1000 MT)
Total Dom. Consumption	0	18.3	0	22.7	0	24	0 (1000 MT)
TOTAL Use	0	18.3	0	22.7	0	24	0 (1000 MT)
Ending Stocks	0	0	0	0	0	0	0 (1000 MT)
TOTAL DISTRIBUTION	0	18.3	0	22.7	0	24	0 (1000 MT)
Calendar Yr. Imp. from U.S.	0	9	0	13	0	17	0 (1000 MT)
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0	0 (1000 MT)

Imports

Commodity	Dried Whey	
Time Period	2001-2002	mt
Imports for:	2001	2002
U.S.	11561	11547
Others		
Australia	1786	3296
Germany	817	943
Netherlands	508	703
France	662	686
Poland	108	436
Lithuania	270	334
Canada	1143	256
Total for Others	5294	6654
Others not Listed	142	95
Grand Total	16997	18296

Exports

Commodity	Dried Whey	
Time Period	2001-2003	mt
Exports for:	2001	2002
U.S.	0	0
Others		
Brazil	287	0
Indonesia	2	0
Japan	0	0.5
Singapore	0	0.3
Total for Others	289	0.8
Others not Listed	1	0
Grand Total	290	0.8

Butter

Country Commodity	Taiwan		Dairy, Butter		(1000 MT)		UOM
	2002	Revised	2003	Estimate	2004	Forecast	
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin	01/2002		01/2003		01/2004		MM/YYYY
Beginning Stocks	0	0	0	0	0	0	0 (1000 MT)
Production	0	0	0	0	0	0	0 (1000 MT)
Intra EC Imports	0	0	0	0	0	0	0 (1000 MT)
Other Imports	0	10.7	0	12	0	12	12 (1000 MT)
TOTAL Imports	0	10.7	0	12	0	12	12 (1000 MT)
TOTAL SUPPLY	0	10.7	0	12	0	12	12 (1000 MT)
Intra EC Exports	0	0	0	0	0	0	0 (1000 MT)
Other Exports	0	0.1	0	0	0	0	0 (1000 MT)
TOTAL Exports	0	0.1	0	0	0	0	0 (1000 MT)
Domestic Consumption	0	10.6	0	12	0	12	12 (1000 MT)
TOTAL Use	0	10.7	0	12	0	12	12 (1000 MT)
Ending Stocks	0	0	0	0	0	0	0 (1000 MT)
TOTAL DISTRIBUTION	0	10.7	0	12	0	12	12 (1000 MT)
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0	0 (1000 MT)
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0	0 (1000 MT)

Imports

Commodity	Dairy, Butter	
Time Period	2001-2002	mt
Imports for:	2001	2002
U.S.	0	6
Others		
New Zealand	6183	6531
Australia	2896	2852
France	426	401
Netherlands	119	209
Ireland	20	194
Germany	42	164
Belgium	80	155
Total for Others	9766	10506
Others not Listed	188	221
Grand Total	9954	10733

Exports

Commodity	Dairy, Butter	
Time Period	2001-2002	mt
Exports for:	2001	2002
U.S.	0	0
Others		
Japan	17	137
Total for Others	17	137
Others not Listed	0.7	0
Grand Total	17.7	137